



Sales – digital and engineering services

Titles are indicative and will be aligned with the experience of candidates

Telecom and media verticals

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	<p>This with a growing platform engineering company with revenue of \$50 – 75 million. The company is rapidly growing and looking to expand its sales footprint in new gen digital and platform development, selling to ISV’s in the \$10 – 100 million revenue range. The hiring form organizes a lot of marketing events. The person will need to filter from long leads and then shortlist and pursue to get meetings and further the sales cycle. There is a lot of top of the funnel and middle of the funnel work. It’s a high volume and high travel role. Offerings include Software engineering, Cloud development, Devops, software testing, and UI/UX. Their successes have been with small ISV’s supporting the retail, restaurant, ISV and Fintech industries. Required experience - Successful track record of winning new business & clients for platform development services – digital, platform development, validation and sustenance to the small ISV’s - \$200 million and smaller. Demonstrated ability to handle a high volume of prospects, pursue them, shortlist and then pursue for business. Having built a new territory / region, with limited handholding. A history of success with similar size firms (\$50 – 300 mil), building their presence in new markets/prospects and against tier 1 SI’s. KRA’s will be order booking and revenue.</p>	US tech hub location	To check fitment Click here